

## Supplementary Documents [IFRS]

Financial results for the first six months of the fiscal year 2019 (FY2019)

### Astellas Pharma Inc.

- Q2/FY2019 Financial Results
  - Six months ended September 30, 2019
  - Three months ended September 30, 2019
- Pipeline list

#### Cautionary Notes

*In this material, statements made with respect to current plans, estimates, strategies and beliefs and other statements that are not historical facts are forward-looking statements about the future performance of Astellas. These statements are based on management's current assumptions and beliefs in light of the information currently available to it and involve known and unknown risks and uncertainties. A number of factors could cause actual results to differ materially from those discussed in the forward-looking statements. Such factors include, but are not limited to: (i) changes in general economic conditions and in laws and regulations, relating to pharmaceutical markets, (ii) currency exchange rate fluctuations, (iii) delays in new product launches, (iv) the inability of Astellas to market existing and new products effectively, (v) the inability of Astellas to continue to effectively research and develop products accepted by customers in highly competitive markets, and (vi) infringements of Astellas' intellectual property rights by third parties.*

*Information about pharmaceutical products (including products currently in development) which is included in this material is not intended to constitute an advertisement or medical advice.*

Classification of revenue by region

The Company changed its commercial organizational structure at the beginning of FY2019, and its revenue by region is reported based on the new classification; namely Japan, United States, Established Markets, Greater China and International.  
The following table presents the new classification.

Region	Main constitutes of revenue
Japan	Product sales in Japan Licensing revenue for Japan local products
United States	Product sales in United States
Established Markets	Product sales in Europe, Canada, and Australia
Greater China	Product sales in China, Hong Kong, and Taiwan
International	Product sales in Russia, Latin America, Middle East, Africa, South East Asia, South Asia, and, Korea Export sales, etc.
Others	Amortisation of deferred revenue for business transfer, etc. ex-US Tarceva royalty

## [Six months ended September 30, 2019]

### 1. Consolidated Results (Full Basis)

Unit: B¥

	FY18 APR. - SEP.	FY19 APR. - SEP.	Change	Change (%)
Revenue	647.1	650.5	3.4	0.5%
Cost of sales	143.5	138.9	-4.7	-3.3%
Ratio to Revenue	22.2%	21.3%		
Gross profit	503.6	511.6	8.0	1.6%
SG&A expenses	231.5	226.1	-5.5	-2.4%
Ratio to Revenue	35.8%	34.8%		
Advertising and Sales Promotion	73.7	81.6	7.9	10.7%
Personnel expenses	89.2	86.4	-2.9	-3.2%
Other	68.6	58.1	-10.5	-15.3%
R&D expenses	99.6	105.0	5.4	5.4%
Ratio to Revenue	15.4%	16.1%		
Amortisation of intangible assets	17.7	11.2	-6.5	-36.6%
Share of profit (loss) of investments accounted for using equity method	-0.6	-1.4	-0.8	-
Other income	4.7	7.2	2.6	54.3%
Gain on sales of property, plant and equipment	3.8	0.0	-3.8	-99.4%
Net foreign exchange gains	-	1.9	1.9	-
Other expense	32.0	13.0	-19.0	-59.4%
Impairment losses	7.6	0.1	-7.5	-98.9%
Restructuring costs	9.4	-	-9.4	-
Net foreign exchange losses	3.3	-	-3.3	-
Litigation costs	11.2	0.2	-10.9	-98.0%
Fair value remeasurements on contingent consideration	0.2	11.9	11.7	-
Operating profit	126.8	162.2	35.4	27.9%
Ratio to Revenue	19.6%	24.9%		
Finance income	2.1	1.3	-0.8	-36.5%
Finance expense	0.6	1.9	1.3	199.9%
Profit before tax	128.3	161.6	33.3	25.9%
Ratio to Revenue	19.8%	24.8%		
Income tax expense	24.4	33.1	8.6	35.3%
Profit	103.9	128.5	24.7	23.7%
Ratio to Revenue	16.1%	19.8%		
Comprehensive income	150.2	74.6	-75.6	-50.4%

	Initial Forecasts	Revised Forecasts	Change from FY18
	FY19 Full Year	FY19 Full Year	Change (%)
	1,306.3	1,224.0	-3.9%
	292.0		
	22.4%		
	1,014.3		
	490.3		
	37.5%		
	158.1		
	182.2		
	150.0		
	208.7	216.0	3.5%
	16.0%	17.2%	
	35.2		
	-1.6		
	14.2		
	4.1		
	0.7		
	48.8		
	11.4		
	19.3		
	-		
	12.3		
	3.8		
	243.9	229.0	7.8%
	18.7%	18.7%	
	6.4		
	1.3		
	249.0	230.0	5.6%
	19.1%	18.8%	
	26.7		
	222.3	182.0	-5.5%
	17.0%	14.9%	
	222.2	210.0	
		16.7%	

## 2. Consolidated Results (Core Basis)

Unit: B¥

	FY18 APR. - SEP.	FY19 APR. - SEP.	Change	Change (%)
Revenue	647.1	650.5	3.4	0.5%
Cost of sales	143.5	138.9	-4.7	-3.3%
Ratio to Revenue	22.2%	21.3%		
Gross profit	503.6	511.6	8.0	1.6%
SG&A expenses	231.5	226.1	-5.5	-2.4%
Ratio to Revenue	35.8%	34.8%		
Advertising and Sales Promotion	73.7	81.6	7.9	10.7%
Personnel expenses	89.2	86.4	-2.9	-3.2%
Other	68.6	58.1	-10.5	-15.3%
R&D expenses	99.6	105.0	5.4	5.4%
Ratio to Revenue	15.4%	16.1%		
Amortisation of intangible assets	17.7	11.2	-6.5	-36.6%
Share of profit (loss) of investments accounted for using equity method	-0.6	-1.4	-0.8	-
Operating profit	154.2	168.0	13.8	8.9%
Ratio to Revenue	23.8%	25.8%		
Finance income	2.1	1.3	-0.8	-36.5%
Finance expense	0.6	1.9	1.3	199.9%
Profit before tax	155.6	167.3	11.7	7.5%
Ratio to Revenue	24.1%	25.7%		
Income tax expense	30.9	31.4	0.6	1.9%
Profit	124.8	135.9	11.1	8.9%
Ratio to Revenue	19.3%	20.9%		

FY18 Full Year
1,306.3
292.0
22.4%
1,014.3
490.3
37.5%
158.1
182.2
150.0
208.7
16.0%
35.2
-1.6
278.5
21.3%
6.3
1.3
283.6
21.7%
34.2
249.3
19.1%

Initial Forecasts	Revised Forecasts	Change from FY18
FY19 Full Year	FY19 Full Year	Change (%)
1,224.0	1,256.0	-3.9%
211.0	216.0	3.5%
17.2%	17.2%	
240.0	264.0	-5.2%
19.6%	21.0%	
194.0	214.0	-14.2%
15.8%	17.0%	

## 3. Exchange Rate

Unit: yen

	FY18 APR. - SEP.Ave.	FY19 APR. - SEP.Ave.	FY18 End	FY19 Q2 End
USD/Yen	110	109	111	108
EUR/Yen	130	121	125	118

FY18 Full Year
111
128

Initial Forecasts	Revised Forecasts
FY19 Full Year	FY19 Full Year
110	108
125	120

- Fx impacts: Revenue -18.4 billion yen and Core operating profit -0.7 billion yen

- Fx impact on elimination of unrealized gain: cost of sales ratio -1.4ppt

4. Reconciliation of Full Basis to Core Basis

Unit: B¥

	FY18			FY19		
	Full basis	APR. - SEP. Adjustment	Core basis	Full basis	APR. - SEP. Adjustment	Core basis
<b>Revenue</b>	<b>647.1</b>	-	<b>647.1</b>	<b>650.5</b>	-	<b>650.5</b>
Cost of sales	143.5	-	143.5	138.9	-	138.9
<b>Gross profit</b>	<b>503.6</b>	-	<b>503.6</b>	<b>511.6</b>	-	<b>511.6</b>
SG&A expenses	231.5	-	231.5	226.1	-	226.1
R&D expenses	99.6	-	99.6	105.0	-	105.0
Amortisation of intangible assets	17.7	-	17.7	11.2	-	11.2
Share of profit (loss) of investments accounted for using equity method	-0.6	-	-0.6	-1.4	-	-1.4
Other income *	4.7	-4.7	-	7.2	-7.2	-
Other expense *	32.0	-32.0	-	13.0	-13.0	-
<b>Operating profit</b>	<b>126.8</b>	<b>27.3</b>	<b>154.2</b>	<b>162.2</b>	<b>5.8</b>	<b>168.0</b>
Finance income	2.1	-	2.1	1.3	-	1.3
Finance expense	0.6	-	0.6	1.9	-	1.9
<b>Profit before tax</b>	<b>128.3</b>	<b>27.3</b>	<b>155.6</b>	<b>161.6</b>	<b>5.8</b>	<b>167.3</b>
Income tax expense	24.4	6.4	30.9	33.1	-1.6	31.4
<b>Profit</b>	<b>103.9</b>	<b>20.9</b>	<b>124.8</b>	<b>128.5</b>	<b>7.4</b>	<b>135.9</b>

\* "Other income" and "Other expense" are excluded from Full basis results.

"Other income" and "Other expense" include gain/loss on sale and disposal of property, plant and equipment, impairment losses, restructuring costs, litigation costs and foreign exchange gains/losses, etc.

## 5. Revenue by Region

		Unit: B¥			
		FY18	FY19	Change	Change
		APR. - SEP.	APR. - SEP.		(%)
Revenue		647.1	650.5	3.4	0.5%
	Japan	180.7	183.3	2.7	1.5%
	Ratio to Revenue	27.9%	28.2%		
	United States	207.9	216.7	8.8	4.2%
	Ratio to Revenue	32.1%	33.3%		
	Established Market	149.6	146.7	-2.9	-1.9%
	Ratio to Revenue	23.1%	22.6%		
	Greater China	29.3	29.4	0.1	0.4%
	Ratio to Revenue	4.5%	4.5%		
	International	63.2	63.4	0.2	0.3%
	Ratio to Revenue	9.8%	9.7%		
	Others	16.4	10.9	-5.5	-33.5%
	Ratio to Revenue	2.5%	1.7%		

- Established Market: Europe, Canada, Australia

- Greater China: China, Hong Kong, Taiwan

- International: Russia, Latin America, Middle East, Africa, South East Asia, South Asia, Korea, Export sales, etc.

## 6. Per Share Information

	FY18	FY19
	APR. - SEP.	APR. - SEP.
The number of shares issued (thousand)	1,979,823	1,888,823
Treasury Shares (thousand)	59,028	3,394
The number of shares issued after deducting Treasury Shares (thousand)	1,920,795	1,885,430
Earnings per share (yen)	53.20	68.16
Earnings per share (yen) core base	63.92	72.07
Dividend per share (yen)	19	20

## 7. Addition to Property, Plant and Equipment

		Unit: B¥			
		FY18	FY19	Change	Change
		APR. - SEP.	APR. - SEP.		(%)
Addition to Property, Plant and Equipment					
	Consolidated	13.9	22.5	8.6	62.1%
Depreciation (PP&E)					
	Consolidated	10.6	16.3	5.7	54.2%
Amortisation (Intangible Assets (Including amortisation of software, etc.))					
	Consolidated	21.3	14.9	-6.4	-30.2%

Addition to Property, Plant and Equipment does not include right-of-use asset.

FY18	Initial Forecasts		Revised Forecasts		Change from FY18
	FY19	FY19	FY19	FY19	
Full Year	Full Year	Full Year	Full Year	Full Year	Change (%)
1,306.3	1,224.0	1,256.0			-3.9%
369.5	316.8	334.9			-9.4%
28.3%	25.9%	26.7%			
421.6	404.7	427.8			1.5%
32.3%	33.1%	34.1%			
300.0	286.8	283.8			-5.4%
23.0%	23.4%	22.6%			
62.4	70.9	62.5			0.1%
4.8%	5.8%	5.0%			
122.7	124.4	129.1			5.2%
9.4%	10.2%	10.3%			
30.2	20.4	18.0			-40.6%
2.3%	1.7%	1.4%			

FY18	Initial Forecasts		Revised Forecasts	
	FY19	FY19	FY19	FY19
Full Year	Full Year	Full Year	Full Year	Full Year
1,979,823				
93,986				
1,885,837				
115.05	96.51	111.37		
129.07	102.87	113.49		
38	40	40		

FY18	Initial Forecasts		Revised Forecasts		Change from FY18
	FY19	FY19	FY19	FY19	
Full Year	Full Year	Full Year	Full Year	Full Year	Change (%)
27.7	41.0	44.0			-58.6%
21.0	22.5	35.0			-66.6%
42.5	27.5	27.5			-35.2%

8. Sales of major products

1) Global

	Unit: B¥			
	FY18 APR. - SEP.	FY19 APR. - SEP.	Change	Change (%)
XTANDI	164.0	195.0	31.0	18.9%
United States	81.4	98.7	17.3	21.2%
ex-US	82.6	96.3	13.7	16.6%
Japan	16.8	18.7	1.9	11.5%
Established Market	58.2	66.1	7.9	13.5%
Greater China	1.0	1.0	0.1	7.1%
International	6.6	10.5	3.9	58.5%
XOSPATA	-	5.7	5.7	-
Japan	-	1.3	1.3	-
United States	-	4.5	4.5	-
Betanis/Myrabetriq/BETMIGA	68.6	78.8	10.2	14.9%
Japan	15.5	17.9	2.3	15.0%
United States	37.0	42.5	5.4	14.6%
Established Market	12.2	13.6	1.4	11.5%
Greater China	0.5	0.7	0.1	26.0%
International	3.2	4.1	0.9	27.4%
Vesicare	48.1	25.1	-23.0	-47.9%
Japan	11.3	10.6	-0.7	-6.2%
United States	18.6	2.7	-15.9	-85.5%
Established Market	15.0	8.7	-6.3	-42.2%
Greater China	0.9	0.9	0.1	7.3%
International	2.3	2.2	-0.2	-7.1%
Prograf	100.4	96.2	-4.2	-4.2%
Japan	23.4	22.9	-0.5	-2.2%
United States	7.7	7.0	-0.7	-9.3%
Established Market	37.6	34.4	-3.2	-8.6%
Greater China	14.8	15.5	0.8	5.1%
International	16.9	16.4	-0.5	-2.9%
Harnal/Omnic	23.5	22.2	-1.3	-5.5%
Funguard/MYCAMINE	18.2	17.8	-0.4	-2.4%
Eligard	7.6	6.9	-0.7	-9.2%

- Sales of products in Japan are shown in a gross sales basis
- Established Market: Europe, Canada, Australia
- Greater China: China, Hong Kong, Taiwan
- International: Russia, Latin America, Middle East, Africa, South East Asia, South Asia, Korea, Export sales, etc.

	Unit: B¥			
	FY18 Full Year	Initial Forecasts FY19 Full Year	Revised Forecasts FY19 Full Year	Change from FY18 Change (%)
	333.1	364.2	383.9	15.3%
	164.7	178.9	195.0	18.4%
	168.3	185.3	189.0	12.3%
	32.3	35.5	35.5	9.7%
	119.0	128.4	131.1	10.2%
	2.2	3.1	2.6	21.0%
	14.8	18.3	19.8	33.0%
	2.5	15.1	13.6	-
	0.6	3.9	2.5	-
	2.0	11.3	11.1	-
	147.2	160.6	158.8	7.9%
	32.7	33.9	34.9	6.8%
	80.8	88.1	86.8	7.4%
	25.3	27.4	27.1	6.9%
	1.2	2.4	1.4	14.1%
	7.2	8.8	8.6	20.3%
	95.0	41.8	42.2	-55.5%
	22.3	19.1	19.4	-13.0%
	36.9	2.7	3.8	-89.7%
	29.4	13.8	13.1	-55.4%
	1.9	2.0	2.0	6.2%
	4.6	4.3	4.0	-13.1%
	195.7	187.7	190.3	-2.8%
	45.4	42.4	42.7	-6.1%
	14.0	10.3	16.8	19.4%
	74.4	68.6	67.0	-10.0%
	31.3	35.3	32.4	3.4%
	30.5	31.1	31.5	3.3%
	47.4	46.9	43.0	-9.3%
	34.5	32.1	32.6	-5.5%
	14.8	14.6	13.8	-7.0%

2) Revenue by region

(1) Japan

Unit: B¥

	FY18 APR. - SEP.	FY19 APR. - SEP.	Change	Change (%)
<Global>				
XTANDI	16.8	18.7	1.9	11.5%
XOSPATA	-	1.3	1.3	-
Betanis	15.5	17.9	2.3	15.0%
Vesicare	11.3	10.6	-0.7	-6.2%
Prograf (Including Gracaptor )	23.4	22.9	-0.5	-2.2%
Harnal	2.7	2.2	-0.5	-18.4%
Funguard	4.4	3.9	-0.5	-11.0%
<Main products>				
Suglat [Family]	8.4	11.7	3.3	39.3%
Sujanu	1.7	4.2	2.5	148.2%
Repatha	1.2	1.5	0.3	25.7%
Linzess	1.6	2.7	1.1	67.4%
BLINCYTO	-	2.2	2.2	-
EVENITY	-	9.5	9.5	-
Celecox	25.1	26.2	1.1	4.3%
Symbicort	19.4	14.1	-5.3	-27.2%
Geninax	3.7	4.1	0.4	10.4%
Vaccines	8.4	5.1	-3.3	-38.8%
Gonax	2.4	2.6	0.2	9.0%
Cimzia	4.7	4.7	0.0	0.1%
Micardis [Family]	12.2	9.6	-2.6	-21.1%
Bonoteo	5.4	3.3	-2.1	-38.3%
Lipitor	8.0	6.9	-1.1	-14.2%
Myslee	5.6	4.8	-0.8	-13.9%
Total Rx Sales In Japanese market	178.7	182.3	3.6	2.0%

- Sales of products in Japan are shown in a gross sales basis.

Unit: B¥

FY18 Full Year
32.3
0.6
32.7
22.3
45.4
5.2
7.6
17.8
4.4
2.5
3.9
1.1
0.6
49.4
41.2
8.4
29.8
4.8
9.4
22.6
9.0
15.2
10.7
366.2

Change from  
FY18

Initial Forecasts FY19 Full Year	Revised Forecasts FY19 Full Year	Change (%)
35.5	35.5	9.7%
3.9	2.5	-
33.9	34.9	6.8%
19.1	19.4	-13.0%
42.4	42.7	-6.1%
4.1	3.9	-23.7%
7.0	6.7	-11.5%
25.4	24.4	36.9%
6.6	5.4	38.3%
49.6	49.6	0.4%
8.0	8.2	-2.7%
10.1	11.2	-62.6%
5.2	4.9	3.9%
10.9	9.2	-2.4%
13.5	17.2	-23.9%
5.5	5.9	-34.7%
12.5	12.3	-18.6%
9.5	8.8	-17.9%
313.8	331.7	-9.4%

## (2) United States

Unit: M\$

	FY18 APR. - SEP.	FY19 APR. - SEP.	Change	Change (%)
Revenue	1,886	1,995	109	5.8%
XTANDI	738	908	170	23.1%
XOSPATA	-	41	41	-
Myrbetriq	336	391	55	16.4%
VEsicare	169	25	-144	-85.2%
Prograf	70	65	-6	-7.9%
MYCAMINE	46	55	8	17.3%
AmBisome	56	56	-0	-0.6%
CRESEMBA	57	72	15	26.6%
Scan	353	364	11	3.1%
Tarceva	60	19	-41	-68.1%

FY18 Full Year
3,801
1,485
18
728
333
127
97
110
119
690
95

Initial Forecasts	Revised Forecasts	Change from FY18
FY19 Full Year	FY19 Full Year	Change (%)
3,679	3,949	3.9%
1,627	1,800	21.2%
102	102	-
801	801	10.0%
25	35	-89.5%
94	155	22.2%
89	99	2.3%
111	111	0.8%
143	143	20.2%
669	679	-1.6%

## (3) Established Market

Unit: M€

	FY18 APR. - SEP.	FY19 APR. - SEP.	Change	Change (%)
Revenue	1,152	1,209	56	4.9%
XTANDI	448	544	96	21.4%
BETMIGA	94	112	18	19.2%
Vesicare	116	71	-44	-38.2%
Prograf	290	283	-7	-2.3%
Omnac	35	34	-1	-2.1%
MYCAMINE	32	30	-2	-6.2%
Eligard	51	47	-4	-7.3%

FY18 Full Year
2,336
926
197
229
580
71
60
102

FY19 Full Year	FY19 Full Year	Change (%)
2,294	2,370	1.5%
1,027	1,095	18.2%
219	226	14.7%
110	109	-52.1%
549	559	-3.5%
66	68	-4.0%
50	53	-11.2%
96	94	-7.3%

- Established Market: Europe, Canada, Australia

## (4) Greater China

Unit: B¥

	FY18 APR. - SEP.	FY19 APR. - SEP.	Change	Change (%)
Revenue	29.3	29.4	0.1	0.4%
XTANDI	1.0	1.0	0.1	7.1%
BETMIGA	0.5	0.7	0.1	26.0%
Vesicare	0.9	0.9	0.1	7.3%
Prograf	14.8	15.5	0.8	5.1%
Harnal	6.9	6.8	-0.1	-1.6%
MYCAMINE	1.7	1.7	-0.1	-3.1%
Eligard	0.1	0.2	0.0	20.9%
Feburic	1.2	1.2	0.0	1.5%

FY18 Full Year
62.4
2.2
1.2
1.9
31.3
15.2
3.6
0.3
2.5

Initial Forecasts	Revised Forecasts	Change from FY18
FY19 Full Year	FY19 Full Year	Change (%)
70.9	62.5	0.1%
3.1	2.6	21.0%
2.4	1.4	14.1%
2.0	2.0	6.2%
35.3	32.4	3.4%
16.4	14.7	-3.2%
3.7	3.6	0.3%
0.3	0.3	18.4%
4.4	3.0	21.8%

- Greater China: China, Hong Kong, Taiwan

## (5) International

Unit: B¥

	FY18 APR. - SEP.	FY19 APR. - SEP.	Change	Change (%)
Revenue	63.2	63.4	0.2	0.3%
XTANDI	6.6	10.5	3.9	58.5%
BETMIGA	3.2	4.1	0.9	27.4%
Vesicare	2.3	2.2	-0.2	-7.1%
Prograf	16.9	16.4	-0.5	-2.9%
Harnal	9.3	9.0	-0.3	-3.4%
MYCAMINE	2.8	2.6	-0.2	-6.6%

FY18 Full Year
122.7
14.8
7.2
4.6
30.5
18.0
4.9

Initial Forecasts	Revised Forecasts	Change from FY18
FY19 Full Year	FY19 Full Year	Change (%)
124.4	129.1	5.2%
18.3	19.8	33.0%
8.8	8.6	20.3%
4.3	4.0	-13.1%
31.1	31.5	3.3%
18.0	16.3	-9.6%
5.2	5.2	6.2%

- International: Russia, Latin America, Middle East, Africa, South East Asia, South Asia, Korea, Export sales, etc.

9. Consolidated statements of financial position

Unit: B¥

	FY18 End	FY19 Q2 End	Change
<b>Assets</b>	<b>1,897.6</b>	<b>1,979.8</b>	<b>82.2</b>
<b>Non-current assets</b>	<b>1,040.5</b>	<b>1,124.2</b>	<b>83.7</b>
Property, plant and equipment	173.5	254.7	81.2
Goodwill	225.9	219.4	-6.5
Intangible assets	429.7	432.3	2.6
Trade and other receivables	25.2	33.4	8.2
Investments accounted for using equity method	3.7	4.9	1.3
Deferred tax assets	93.0	92.0	-1.0
Other financial assets	81.5	77.2	-4.3
Other non-current assets	8.1	10.3	2.2
<b>Current assets</b>	<b>857.2</b>	<b>855.6</b>	<b>-1.6</b>
Inventories	151.5	148.0	-3.5
Trade and other receivables	342.6	335.8	-6.9
Income tax receivable	20.1	17.9	-2.2
Other financial assets	2.6	20.0	17.4
Other current assets	25.1	22.6	-2.5
Cash and cash equivalents	311.1	311.4	0.3
Assets held for sale	4.1	-	-4.1

Unit: B¥

	FY18 End	FY19 Q2 End	Change
<b>Equity and Liabilities</b>	<b>1,897.6</b>	<b>1,979.8</b>	<b>82.2</b>
<b>Equity</b>	<b>1,258.4</b>	<b>1,296.1</b>	<b>37.7</b>
<b>Equity attributable to owners of the parent</b>	<b>1,258.4</b>	<b>1,296.1</b>	<b>37.7</b>
Share capital	103.0	103.0	-
Capital surplus	177.3	177.2	-0.1
Treasury shares	-164.6	-5.6	159.1
Retained earnings	992.0	924.7	-67.2
Other components of equity	150.8	96.8	-54.0
<b>Liabilities</b>	<b>639.3</b>	<b>683.7</b>	<b>44.4</b>
<b>Non-current liabilities</b>	<b>141.6</b>	<b>200.1</b>	<b>58.5</b>
Trade and other payables	1.6	3.0	1.4
Deferred tax liabilities	5.2	4.9	-0.3
Retirement benefit liabilities	40.2	40.1	-0.1
Provisions	5.4	3.0	-2.4
Other financial liabilities	52.9	120.5	67.6
Other non-current liabilities	36.4	28.6	-7.7
<b>Current liabilities</b>	<b>497.7</b>	<b>483.6</b>	<b>-14.0</b>
Trade and other payables	185.3	160.3	-24.9
Income tax payable	17.6	28.0	10.4
Provisions	22.8	14.9	-8.0
Other financial liabilities	14.1	45.4	31.3
Other current liabilities	255.9	235.0	-20.9
Liabilities directly associated with assets held for sale	1.9	-	-1.9

10. Employees

	Number of employees	
	FY18 2Q End	FY19 2Q End
Total	16,495	15,432

FY18 4Q End
16,243

11. Shareholders

	FY18 2Q End	FY19 2Q End
Banks	32.6%	34.3%
Securities	4.6%	4.2%
Other companies	3.3%	3.2%
Foreign companies	47.9%	49.2%
Individuals and others	8.6%	9.1%
Treasury Stock*	2.9%	0.1%

\* Treasury Stock does not include shares owned by the executive compensation BIP (Board Incentive Plan) trust.

**[Three months ended September 30, 2019]**

1. Consolidated Results (Full Basis)

Unit: B¥

	FY19			
	APR.-JUN.	Change	JUL.-SEP.	Change
	(Quarterly)	(%)	(Quarterly)	(%)
Revenue	334.1	1.5%	316.3	-0.5%
Cost of sales	70.5	-0.3%	68.4	-6.1%
Ratio to Revenue	21.1%		21.6%	
Gross profit	263.6	2.0%	248.0	1.1%
SG&A expenses	117.5	4.1%	108.6	-8.5%
Ratio to Revenue	35.2%		34.3%	
Advertising and Sales Promotion	41.3	12.2%	40.3	9.3%
Personnel expenses	43.6	-1.8%	42.8	-4.6%
Other	32.6	2.9%	25.5	-30.9%
R&D expenses	53.5	2.6%	51.5	8.5%
Ratio to Revenue	16.0%		16.3%	
Amortisation of intangible assets	7.2	-20.6%	4.0	-53.4%
Share of profit (loss) of investments accounted for using equity method	-0.7	-	-0.7	-
Other income	4.5	6.7%	2.7	494.9%
Net foreign exchange gains	0.5	-	1.4	-
Other expense	12.2	-50.8%	0.8	-88.7%
Litigation costs	0.2	-98.0%	-	-
Fair value remeasurements on contingent consideration	11.4	-	0.5	470.0%
Operating profit	77.1	21.3%	85.1	34.5%
Ratio to Revenue	23.1%		26.9%	
Finance income	0.8	-34.3%	0.6	-39.4%
Finance expense	1.3	504.1%	0.6	45.0%
Profit before tax	76.5	18.7%	85.1	33.3%
Ratio to Revenue	22.9%		26.9%	
Income tax expense	18.0	81.3%	15.0	3.8%
Profit	58.5	7.3%	70.0	42.0%
Ratio to Revenue	17.5%		22.1%	
Comprehensive income	27.0	-61.8%	47.5	-40.1%

## 2. Consolidated Results (Core Basis)

Unit: B¥

		FY19			
		APR.-JUN. (Quarterly)	Change (%)	JUL.-SEP. (Quarterly)	Change (%)
Revenue		334.1	1.5%	316.3	-0.5%
Cost of sales		70.5	-0.3%	68.4	-6.1%
	Ratio to Revenue	21.1%		21.6%	
Gross profit		263.6	2.0%	248.0	1.1%
SG&A expenses		117.5	4.1%	108.6	-8.5%
	Ratio to Revenue	35.2%		34.3%	
Advertising and Sales Promotion		41.3	12.2%	40.3	9.3%
Personnel expenses		43.6	-1.8%	42.8	-4.6%
Other		32.6	2.9%	25.5	-30.9%
R&D expenses		53.5	2.6%	51.5	8.5%
	Ratio to Revenue	16.0%		16.3%	
Amortisation of intangible assets		7.2	-20.6%	4.0	-53.4%
Share of profit (loss) of investments accounted for using equity method		-0.7	-	-0.7	-
Operating profit		84.7	0.8%	83.2	18.6%
	Ratio to Revenue	25.4%		26.3%	
Finance income		0.8	-34.2%	0.6	-39.4%
Finance expense		1.3	504.1%	0.6	45.0%
Profit before Tax		84.2	-0.9%	83.2	17.7%
	Ratio to Revenue	25.2%		26.3%	
Income tax expense		17.1	16.7%	14.4	-11.5%
Profit		67.1	-4.6%	68.8	26.4%
	Ratio to Revenue	20.1%		21.7%	

3. Revenue by Region (FY2019 Forecast)

Unit: B¥

		FY19			
		APR.-JUN. (Quarterly)	Change (%)	JUL.-SEP. (Quarterly)	Change (%)
Revenue		334.1	1.5%	316.3	-0.5%
	Japan	98.5	4.6%	84.9	-2.0%
	Ratio to Revenue	29.5%		26.8%	
	United States	105.3	2.5%	111.4	5.9%
	Ratio to Revenue	31.5%		35.2%	
	Established Market	75.8	-1.4%	71.0	-2.4%
	Ratio to Revenue	22.7%		22.4%	
	Greater China	14.7	7.4%	14.7	-5.9%
	Ratio to Revenue	4.4%		4.6%	
	International	34.2	6.6%	29.1	-6.2%
	Ratio to Revenue	10.2%		9.2%	
	Others	5.6	-41.0%	5.3	-23.2%
	Ratio to Revenue	1.7%		1.7%	

- Established Market: Europe, Canada, Australia

- Greater China: China, Hong Kong, Taiwan

- International: Russia, Latin America, Middle East, Africa, South East Asia, South Asia, Korea, Export sales, etc.

4. Addition to Property, Plant and Equipment

Depreciation/Amortisation

Unit: B¥

		FY19			
		APR.-JUN. (Quarterly)	Change (%)	JUL.-SEP. (Quarterly)	Change (%)
Addition to Property, Plant and Equipment					
	Consolidated	12.6	103.6%	9.9	28.6%
Depreciation (PP&E)					
	Consolidated	8.0	53.5%	8.3	54.8%
Amortisation (Intangible Assets (Including amortisation of software, etc.))					
	Consolidated	9.0	-17.2%	5.9	-43.7%

Addition to Property, Plant and Equipment does not include right-of-use asset.

## 5. Sales of major products

Unit: B¥

## 1) Global

	FY19			
	APR.-JUN.	Change	JUL.-SEP.	Change
	(Quarterly)	(%)	(Quarterly)	(%)
XTANDI	96.0	18.2%	99.0	19.6%
United States	46.9	19.3%	51.8	23.1%
ex-US	49.1	17.3%	47.2	16.0%
Japan	9.3	9.2%	9.4	13.9%
Established Market	33.6	14.5%	32.5	12.5%
Greater China	0.5	24.1%	0.5	-7.0%
International	5.7	58.7%	4.8	58.3%
XOSPATA	2.5	-	3.3	-
Japan	0.6	-	0.7	-
United States	1.9	-	2.6	-
Betanis/Myrabetriq/BETMIGA	39.9	16.1%	38.9	13.6%
Japan	9.4	16.6%	8.5	13.2%
United States	21.3	16.4%	21.2	13.0%
Established Market	6.8	9.6%	6.9	13.4%
Greater China	0.4	52.0%	0.3	2.2%
International	2.1	29.2%	2.0	25.5%
Vesicare	13.6	-45.6%	11.5	-50.4%
Japan	5.7	-5.3%	4.8	-7.2%
United States	0.2	-97.8%	2.5	-72.7%
Established Market	6.1	-22.4%	2.6	-63.7%
Greater China	0.5	14.6%	0.5	0.7%
International	1.1	-6.6%	1.1	-7.6%
Prograf	50.4	-3.4%	45.7	-5.0%
Japan	12.2	0.2%	10.7	-4.8%
United States	3.2	-15.9%	3.8	-2.8%
Established Market	17.7	-10.1%	16.7	-7.0%
Greater China	7.7	13.2%	7.8	-1.8%
International	9.6	-1.0%	6.8	-5.5%
Harnal/Omic	10.9	-4.7%	11.3	-6.2%
Funguard/MYCAMINE	9.0	3.2%	8.7	-7.6%
Eligard	3.6	-11.7%	3.2	-6.2%

- Sales of products in Japan are shown in a gross sales basis

- Established Market: Europe, Canada, Australia

- Greater China: China, Hong Kong, Taiwan

- International: Russia, Latin America, Middle East, Africa, South East Asia, South Asia, Korea, Export sales, etc.

## 2) Revenue by region

## (1) Japan

Unit: B¥

<Global>	FY19			
	APR.-JUN. (Quarterly)	Change (%)	JUL.-SEP. (Quarterly)	Change (%)
XTANDI	9.3	9.2%	9.4	13.9%
XOSPATA	0.6	-	0.7	-
Betanis	9.4	16.6%	8.5	13.2%
Vesicare	5.7	-5.3%	4.8	-7.2%
Prograf (Including Graceptor)	12.2	0.2%	10.7	-4.8%
Harnal	1.2	-17.2%	1.0	-19.8%
Funguard	2.0	9.5%	1.9	-25.4%
<Main products>				
Suglat [Family]	6.0	22.2%	5.7	63.4%
Sujanu	2.1	43.9%	2.1	811.5%
Repatha	0.8	30.1%	0.7	21.4%
Linzees	1.4	76.4%	1.3	59.0%
BLINCYTO	1.0	-	1.1	-
EVENITY	3.5	-	6.0	-
Celecox	13.1	2.2%	13.1	6.5%
Symbicort	11.0	4.0%	3.2	-64.2%
Geninax	2.2	5.4%	1.8	17.3%
Vaccines	3.3	2.9%	1.9	-64.2%
Gonax	1.3	8.8%	1.3	9.2%
Cimzia	2.4	1.6%	2.3	-1.5%
Micardis [Family]	5.3	-21.2%	4.3	-20.9%
Bonoteo	1.8	-46.2%	1.5	-25.6%
Lipitor	3.7	-12.6%	3.2	-16.0%
Myslee	2.5	-11.9%	2.3	-15.9%
Total Rx Sales In Japanese market	97.9	5.3%	84.4	-1.6%

- Sales of products in Japan are shown in a gross sales basis.

## (2) United States

Unit: M\$

	FY19			
	APR.-JUN.	Change	JUL.-SEP.	Change
	(Quarterly)	(%)	(Quarterly)	(%)
Revenue	958	1.7%	1,037	9.9%
XTANDI	427	18.4%	481	27.5%
XOSPATA	17	-	24	-
Myrbetriq	194	15.5%	197	17.3%
Vesicare	2	-97.8%	23	-72.0%
Prograf	29	-16.6%	35	0.8%
MYCAMINE	26	19.0%	28	15.8%
Ambisome	27	-1.2%	29	-0.1%
CRESEMBA	37	27.7%	35	25.5%
Scan	185	1.7%	179	4.6%
Tarceva	15	-54.0%	5	-83.9%

## (3) Established Market

Unit: M€

	FY19			
	APR.-JUN.	Change	JUL.-SEP.	Change
	(Quarterly)	(%)	(Quarterly)	(%)
Revenue	613	3.8%	595	6.0%
XTANDI	272	20.6%	272	22.2%
BETMIGA	55	15.4%	58	23.1%
Vesicare	49	-18.3%	22	-59.8%
Prograf	143	-5.3%	140	1.1%
Omnice	17	-2.2%	17	-2.0%
MYCAMINE	15	-11.2%	15	-0.7%
Eligard	25	-8.3%	23	-6.1%

- Established Market: Europe, Canada, Australia

## (4) Greater China

Unit: B¥

	FY19			
	APR.-JUN.	Change	JUL.-SEP.	Change
	(Quarterly)	(%)	(Quarterly)	(%)
Revenue	14.7	7.4%	14.7	-5.9%
XTANDI	0.5	24.1%	0.5	-7.0%
BETMIGA	0.4	52.0%	0.3	2.2%
Vesicare	0.5	14.6%	0.5	0.7%
Prograf	7.7	13.2%	7.8	-1.8%
Harnal	3.3	3.0%	3.5	-5.6%
MYCAMINE	0.9	10.9%	0.8	-15.8%
Eligard	0.1	21.1%	0.1	20.8%
Feburic	0.6	-2.4%	0.7	5.2%

- Greater China: China, Hong Kong, Taiwan

## (5) International

Unit: B¥

	FY19			
	APR.-JUN.	Change	JUL.-SEP.	Change
	(Quarterly)	(%)	(Quarterly)	(%)
Revenue	34.2	6.6%	29.1	-6.2%
XTANDI	5.7	58.7%	4.8	58.3%
BETMIGA	2.1	29.2%	2.0	25.5%
Vesicare	1.1	-6.6%	1.1	-7.6%
Prograf	9.6	-1.0%	6.8	-5.5%
Harnal	4.3	-4.8%	4.7	-2.1%
MYCAMINE	1.4	-7.9%	1.2	-5.0%

- International: Russia, Latin America, Middle East, Africa, South East Asia, South Asia, Korea, Export sales, etc.

## R&D Pipeline

The list shows the development status in the target diseases for which we aim to obtain approval in Japan, the United States, Europe and/or China.

As of Oct 2019

Underlined items indicate changes from the previous announcement on Jul 30, 2019.

### Key post-POC projects and projects to maximize their VALUE (1/2)

Therapeutic Area	Generic Name Code No. (Brand Name)	Modality / Technology	Classification	Target Disease	Phase *	Dosage Form	Licensor **	Remarks
Oncology	enzalutamide MDV3100 (XTANDI®)	Small molecule	Androgen receptor inhibitor	Metastatic castration-resistant prostate cancer	China Filed (Mar 2018)	Oral	Pfizer	
				<u>Non-metastatic castration-resistant prostate cancer</u>	<u>China Filed (Oct 2019)</u>			
				Metastatic hormone-sensitive prostate cancer	US Filed (Jun 2019) Europe Filed (Jul 2019) <u>Japan Filed (Jul 2019)</u> <u>China P-III</u>			
				Non-metastatic hormone-sensitive prostate cancer	P-III			
	gilteritinib ASP2215 (XOSPATA®)	Small molecule	FLT3 inhibitor	Relapsed or refractory acute myeloid leukemia	<u>Europe Approved (Oct 2019)</u> China P-III	Oral	In-house	
				Post-chemotherapy maintenance acute myeloid leukemia	P-III			
				Post-hematopoietic stem cell transplant maintenance acute myeloid leukemia	P-III			
				Newly diagnosed acute myeloid leukemia with low intensity induction of chemotherapy	P-III			
				Newly diagnosed acute myeloid leukemia with high intensity induction of chemotherapy	P-III			
	enfortumab vedotin ASG-22ME	Antibody-drug conjugate (ADC)	Nectin-4 targeted ADC	Locally advanced or metastatic urothelial cancer in patients who have received prior treatment with a PD-1/PD-L1 inhibitor and platinum-containing chemotherapy	US Filed (Jul 2019)	Injection	In-house [Co-development with Seattle Genetics]	
				Urothelial cancer	P-III			
	zolibetuximab IMAB362	Antibody	Anti-Claudin 18.2 monoclonal antibody	Gastric and gastroesophageal junction adenocarcinoma	P-III	Injection	In-house (Ganymed)	
Pancreatic adenocarcinoma				P-II				

**Key post-POC projects and projects to maximize their VALUE (2/2)**

Therapeutic Area	Generic Name Code No. (Brand Name)	Modality / Technology	Classification	Target Disease	Phase *	Dosage Form	Licensors **	Remarks
Urology and Nephrology	roxadustat ASP1517/FG-4592	Small molecule	HIF-PH inhibitor	Anemia associated with chronic kidney disease in patients on dialysis	Japan Approved (Sep 2019) Europe P-III	Oral	FibroGen	Astellas has rights in Japan, Europe, the Commonwealth of Independent States, the Middle East, and South Africa.
				Anemia associated with chronic kidney disease in patients not on dialysis	Japan P-III Europe P-III			
				Chemotherapy-induced anemia	P-II			
Others	fezolinetant ESN364	Small molecule	NK3 receptor antagonist	Menopause-related vasomotor symptoms	P-III	Oral	In-house (Ogeda)	

\* Compounds are developed globally unless noted. The list shows the most advanced stage if the stages are different depending on the region. The list specifies the area if the compound is developed in limited areas.

"Filed" includes submission of application.

\*\* Compounds with "In-house" in this column include ones discovered by collaborative research.

**Updates from the previous announcement (Jul 2019):**

**gilteritinib (ASP2215):** Approved in Europe for FLT3 mutation positive relapsed or refractory acute myeloid leukemia in Oct 2019.

**roxadustat (ASP1517/FG-4592):** Approved in Japan for anemia associated with chronic kidney disease in patients on dialysis in Sep 2019.

**enzalutamide (MDV3100):** Filed in Japan for metastatic hormone-sensitive prostate cancer in Jul 2019. Submitted in China for non-metastatic castration-resistant prostate cancer in Oct 2019. Phase 3 program in China for metastatic hormone-sensitive prostate cancer has been initiated.

Projects with Focus Area approach

Target (Biology)	Generic Name Code No. (Brand Name)	Modality / Technology	Therapeutic Area	Classification	Target Disease	Phase *	Dosage Form	Licensor **	Remarks
Immunology	ASP8374/PTZ-201	Antibody	Oncology	Anti-TIGIT antibody	Cancer	P-I	Injection	In-house (Potenza Therapeutics)	
	ASP1948/PTZ-329	Antibody	Oncology	Anti-NRP1 antibody	Cancer	P-I	Injection	In-house (Potenza Therapeutics)	
	ASP1951/PTZ-522	Antibody	Oncology	GITR agonistic antibody	Cancer	P-I	Injection	In-house (Potenza Therapeutics)	
	ASP9801	Oncolytic virus	Oncology		Cancer	P-I	Injection	Tottori University [Discovered through collaborative research]	
	ASP7517	Cell therapy (artificial adjuvant vector cells)	Oncology	<u>WT1 loaded artificial adjuvant vector cell</u>	Cancer	P-I	Injection	<u>RIKEN</u> [Discovered through collaborative research]	
Regeneration	ASP7317	Cell therapy	Ophthalmology	Retinal pigment epithelium cells	Dry age-related macular degeneration, Stargardt's disease	P-II	Injection	In-house (Astellas Institute for Regenerative Medicine)	
	FX-322	Small molecule	Otology	Inner ear progenitor cell activator (combination of GSK-3 inhibitor and HDAC inhibitor)	Sensorineural hearing loss	P-II	Injection	Frequency Therapeutics	Astellas has rights in Ex-US markets
Antigen-specific immunomodulation (ASIM)	ASP3772	Next generation vaccine (MAPS technology)	Infectious disease	Pneumococcal vaccine based on a multiple antigen-presenting system (MAPS) platform	Prevention of pneumococcal disease	P-II	Injection	Affinivax	
	ASP0892	Next generation vaccine (LAMP-Vax technology)	Immunology		Peanut allergy	P-I	Injection	Immunomic Therapeutics	
Mitochondria	ASP1128/MA-0217	Small molecule	Nephrology	PPAR $\delta$ modulator	Acute kidney injury	P-II	Injection	In-house (Mitobridge)	
	ASP0367/MA-0211	Small molecule	Muscle disease		Duchenne muscular dystrophy	P-I	Oral	In-house (Mitobridge)	
Others	reldesemtiv CK-2127107	Small molecule	Muscle disease	Fast skeletal muscle troponin activator	Spinal muscular atrophy	P-II	Oral	Cytokinetics	
					Amyotrophic lateral sclerosis	P-II			

\* Compounds are developed globally unless noted. The list shows the most advanced stage if the stages are different depending on the region. The list specifies the area if the compound is developed in limited areas.

\*\* Compounds with "In-house" in this column include ones discovered by collaborative research.

Others

Therapeutic Area	Generic Name Code No. (Brand Name)	Modality / Technology	Classification	Target Disease	Phase *	Dosage Form	Licensor **	Remarks
Oncology	ASP1650	Antibody	Anti-Claudin 6 monoclonal antibody	Testicular cancer	P-II	Injection	In-house (Ganymed)	
	ASP1235/AGS62P1	Antibody-drug conjugate (ADC)		Acute myeloid leukemia	P-I	Injection	In-house [ADC technology, EuCODE license from Ambrx]	
Urology and Nephrology	solifenacin YM905	Small molecule	Muscarine M <sub>3</sub> receptor antagonist	Neurogenic detrusor overactivity in pediatric patients	US Filed (Feb 2017)	Oral	In-house	
	mirabegron YM178	Small molecule	β <sub>3</sub> receptor agonist	Overactive bladder and neurogenic detrusor overactivity in pediatric patients	P-III	Oral	In-house	
	ASP8302	Small molecule	Muscarine M <sub>3</sub> receptor positive allosteric modulator	Underactive bladder	P-II	Oral	In-house	
Immunology	peficitinib ASP015K	Small molecule	JAK inhibitor	Rheumatoid arthritis	China P-III	Oral	In-house	
	bleselumab ASKP1240	Antibody	Anti-CD40 monoclonal antibody	Recurrence of focal segmental glomerulosclerosis in de novo kidney transplant recipients	P-II	Injection	Kyowa Kirin	
	ASP1617	Small molecule		Systemic lupus erythematosus	P-I	Oral	In-house	
Others	fidaxomicin	Small molecule	Macrocyclic antibiotic	<i>Clostridium difficile</i> infection in pediatric patients	Europe Filed (Jan 2019)	Oral	Merck	
	micalfungin	Small molecule	Echinocandin antifungal	Invasive candidiasis in neonates and young infants less than 120 days of life	US Filed (Jun 2019)	Injection	In-house	
	isavuconazole	Small molecule	Azole antifungal	Invasive aspergillosis and mucormycosis in pediatric patients	US P-II	Injection	Basilea	
	ASP0819	Small molecule	Ca <sup>2+</sup> activated K <sup>+</sup> channel opener	Fibromyalgia	P-II	Oral	In-house	
	ASP4345	Small molecule	Dopamine D <sub>1</sub> receptor positive allosteric modulator	Cognitive impairment associated with schizophrenia	P-II	Oral	In-house	
	MucoRice-CTB	Next generation vaccine		Prophylaxis of diarrhea caused by <i>Vibrio cholerae</i>	P-I	Oral	The Institute of Medical Science, the University of Tokyo	
	ASP8062	Small molecule	GABA <sub>B</sub> receptor positive allosteric modulator	Substance use disorders	P-I	Oral	In-house	

\* Compounds are developed globally unless noted. The list shows the most advanced stage if the stages are different depending on the region. The list specifies the area if the compound is developed in limited areas.

\*\* Compounds with "In-house" in this column include ones discovered by collaborative research.

**Update from the previous announcement (Jul 2019):**

**evolocumab (AMG 145):** Remove the description of the approval in Japan for familial hypercholesterolemia or hypercholesterolemia in patients who are not suitable for statin therapy in Jun 2019.

**ASP1617:** Entered into Phase 1 for systemic lupus erythematosus.

**AGS-16C3F:** Discontinued the development for renal cell carcinoma because Phase 2 study did not meet its primary endpoint.

**ASP6294:** Discontinued the development for bladder pain syndrome / interstitial cystitis because Phase 2 study did not meet its primary endpoint.

Underlined items indicate changes from the previous announcement on July 30, 2019.

Patient Journey	New Technology	Content	Code Number/ Program Name	Business Concept	Status	Partner
			Prevention/Therapy	Gamification	Digital healthcare solutions using gamification	Smartphone application
Therapy support	Fluorescence	Image-guided precision surgery	ASP5354	Precision surgery-guide enabling identification of ureter in hysterectomy etc.	Phase I ongoing	
<u>Diagnosis/Therapy</u>	<u>Ultra-small implantable medical devices</u>	<u>Biosensing and treatment measures using ultra-small implantable medical devices</u>				<u>iota Biosciences, Inc.</u>
Diagnosis/Therapy	Radioisotope	Theranostics using antibody with radioisotope label				